



SENIOR OWN BRAND VENDOR MANAGER

ABOUT PAWS HOLDINGS

Paws Holdings is a privately owned international pet food and pet supplies online retailer based in Clerkenwell, London. Currently a £50M revenue business we are now embarking on an ambitious transformation programme to become Europe's Leading Dog and Cat Wellbeing Business and will grow the business to over £100M in the next five years. The business is under new leadership and we are looking for a number of talented individuals to join us and rapidly scale our future.

Paws Holdings currently trades under four different brand fascia (Fetch, Pet-Supermarket, MedicAnimal and PetMeds) and in five countries UK, Fr, De, NL, AT. The UK business represents c.50% of the company's revenue. Over the coming year we will launch a new exciting brand experience and will then consolidate our existing brands into that one brand.

Paws Holdings presents a great opportunity for people who are excited by the challenge of building and scaling a new business proposition. We are a relatively small, but growing team (currently 45) and everyone has the opportunity to significantly influence the direction and growth of the business. No matter what your role in the organisation, you are expected to look for opportunities to improve the business and to drive this business change.

ABOUT THE ROLE

The role of the Senior Own Brand Vendor Manager is to develop and grow our own label brands, achieving the right price points and with the right commercial returns to ensure that we fulfil our promise to our Pet Parents. You will lead the development of our own brand strategy, develop new products, source packaging and manufacturing suppliers and own the performance of our own brand business.

Working collaboratively with colleagues from other teams, you will play a leadership role in the business, creating a vision for our own brand and bringing people together to do the work of ensuring that the strategy and plans supporting your vision come to life and are executed flawlessly.

Joining Paws Holdings presents a great opportunity for people who are excited by the challenge of building and scaling a new business proposition. We are a relatively small, but growing team where everyone is given the opportunity to influence and shape the direction and growth of the business.

KEY ACCOUNTABILITIES

- Develop and implement our own brand strategy
- Create product development briefs and use these to communicate requirements to suppliers and internal stakeholders
- Develop and launch new own brand products that meet our Pet Parents' needs
- Manage and develop our own brand range
- Develop, implement, and manage own brand pricing
- Source and manage suppliers to manufacture our own brand products
- Source and manage packaging suppliers for our own brand products
- Commercial negotiation with own brand suppliers: Manage supplier relationships and negotiate commercial terms/cost pricing
- Commercial management responsibility (including profit & loss) for our own brand business
- Trading own brand products/ranges on Paws Holdings websites to maximise revenue, margin, and contribution without damaging the customer experience

PREVIOUS EXPERIENCE

- Category or product management
- New product development
- Packaging and brand development
- Managing NPD critical path
- Project Management
- Own brand development



SENIOR OWN BRAND VENDOR MANAGER

SKILLS & TRAITS REQUIRED

- Project Management
- Strong communication skills
- Commercial negotiation skills
- Strong analytical capability
- Results driven
- Strong interpersonal skills

KEY ATTRIBUTES FOR SUCCESS AT PAWS HOLDINGS

- Can do attitude, roll up your sleeves and get things done
- Inquisitive by nature, enjoy learning and developing
- Listen to others and challenge others respectfully
- Fact based, data driven approach
- Enjoy working in a fast-paced environment
- Humility, admit and learn from mistakes
- Enjoy working as part of a team
- Upbeat & positive – see challenges as opportunities
- Passion for pets

The right candidate will receive a competitive salary and benefits package as well as the opportunity to join a successful ecommerce company during an exciting stage of growth.